



## Electrical Components industry

Microsoft® Business Solutions-Navision® helped electrical components manufacturers to standardize the business process and adapt to different warehouses and business areas

### Situation

#### Industry description:

Electrical components manufacturing

#### Objective:

The main objective is to enhance productivity and customer service with an integrated ERP solution. The secondary objective was to improve customer service and responsiveness, increase visibility of order status and have a better reporting and analysis.

#### Solution Highlight:

Dimension usage can facilitate the analysis in different dimension view. For example to analyze the sales amount in different region by different product type.

Warehouse receipt and warehouse shipment with pick function can streamline the logistics process

Back-to-Back order mechanism can make the inventory replenishment effectively.

#### Benefits:

##### Reduce order-fulfillment lead time

Simple and user-friendly user-interface can facilitate the user to create the order more effective and efficient. Much of the information can be automatically retrieved from setup and master file to greatly reduce the data input time and prevent duplication of data and hence reduce human error.

##### Reduce inventory and minimize carrying cost

Auto-reservation of inventory can facilitate a supply-to-order mechanism which smooths the flow of item from inbound logistics to outbound logistics. This can improve the turnover of material and reduce the chance of having slow-moving or dead stock. Reduce inventory can also increase the cash flow of the company.

##### Easy upgrades and operational fine-tuning

The company can quickly modify its ERP system to follow changes in production strategy without having to hire expensive consultants or programmers. Object-based structure has large flexibility to be modified by user.

## Dimension Analysis

编码	名称	总金额	01/01/04	01/01/05
00HK	Sales Hong Kong	2,339,354.01	147,610.30	2,191,743.71
0222	Total Sales Hong Kong	2,339,354.01	147,610.30	2,191,743.71
105C	Sales Southern China	2,092,415.69	-147,610.30	2,240,025.99
1022	Total Sales Southern China	2,092,415.69	-147,610.30	2,240,025.99
11EC	Sales Eastern China	661,792.41		661,792.41
1122	Total Sales Eastern China	661,792.41		661,792.41
12NC	Sales Northern China	647,432.33		647,432.33
1222	Total Sales Northern China	647,432.33		647,432.33
1222	Total Sales China	1,309,224.74		1,309,224.74
200V	Sales Overseas	-520,707.19		-520,707.19
2222	Total Overseas	-520,707.19		-520,707.19

## Sales Order

SAE MAGNETICS (H.K.) LTD. - 销售单

编号: S80-000025  
 销售至客户代码: C00670  
 销售至客户名称: SAE MAGNETICS (H.K.) LTD.  
 销售至地址: PURCHASING DEPT, SAE TOWER,  
 销售至地址2: 14/F 38-42 KWAI FUNG CRESCENT  
 销售至城市: KWAI CHUNG, N.T.  
 Self-to State / ZIP Code:   
 销售至联系人: MR. ALFIE CHEUNG  
 外部单据号: 4500040467  
 你的参考:   
 过帐日期: 11/23/04  
 订单日期: 10/02/04  
 单据日期: 11/23/04  
 要求的交货日期: 12/14/04  
 承诺的交货日期:   
 销售员代码: 08  
 状态: 已释放  
 Created by User ID: TERRIM  
 Sample Order:   
 Completed:   
 Cancelled:

类型	编号	说明	货位...	数量	预留数量	单价 不包括...	行折扣 %	Unit Price Line Disc
物料	80000873	AL2H-M11R		10		53.20		5
物料	80000853	AL1Q-M11R		10		43.00		4
物料	80001326	AL-C2		10		11.60		1
物料	80007847	AL-C1		10		11.60		1